

Replacement Sheet

FIG. 3

Service Provider's subscription plan.

Types of subscription plan	1		3	
	Collaboration Community size (partners)	Subscription fee	Additional partner/month	
5	A	Up to 50	7 \$100/ea \$95/ca \$90/ea	
	B	Up to 70		\$6,650
	C	Up to 100		\$9,000
18	D	Up to 130	20 \$88/ea \$86/ea	
	E	Up to 150		\$11,440
		\$12,900		

Service Provider's cost sharing plan to clients.

-Each new subscription will generate \$200 for the service provider and \$100 credit for the client, which can be used to offset subscription fees.

Example 1.

Clients signed up for subscription plan type B and had 75 partners. In the same month, he generated 55 new subscribers. His subscription fee will be calculated as follows:

$$\begin{array}{lcl}
 \text{Subscription fee:} & \$6,650 + (5 \times \$95) = & \$7,125 \\
 \text{Credit earned:} & 55 \times \$100 = & \$5,500 \\
 \text{Net subscription fee:} & \$7,125 - \$5,500 = & \$1,625
 \end{array}$$

Example 2.

Clients signed up for subscription plan type D and had 135 partners. In the same month, he generated 75 new subscribers. His subscription fee will be calculated as follows:

$$\begin{array}{lcl}
 \text{Subscription fee:} & \$11,440 + (5 \times \$88) = & \$11,880 \\
 \text{Credit earned:} & 75 \times \$100 = & \$7,500 \\
 \text{Net subscription fee:} & \$11,880 - \$7,500 = & \$4,380
 \end{array}$$

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